



Doing Business With The Navy



RDML Martin Brown, SC, USN

Arlington, TX

July 30, 2004




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 **DoN Acquisition One Source** *The one authoritative source for DoN acquisition*

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Acquisition Career Management

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Acquisition eBusiness Policy and Oversight

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Archives

What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The DoN Acquisition One Source site is the integration of the ABM Online, Acquisition Reform, Director Acquisition Career Management, and Strategic Business Management web sites. You may have been redirected here from one of these sites. The site is a valuable source for Navy/Marine Corps acquisition related policy, guidance, news, services, tools, and topic information. The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to you favorites. You can contact us at DoNOneSource@ati4it.com.

Hot Acquisition Issues

- On 25 November 2003, ASN (RD&A) issued the Navy Marine Corps Acquisition Regulation Supplement (**NMCARS**). The NMCARS replaces and supersedes the August 1997 edition of the Navy Acquisition Procedures Supplement (NAPS) and is effective immediately. Accompanying the NMCARS is the Navy Marine Corps Acquisition Guide (**NMCAG**). The Guide addresses administrative matters and various discretionary practices.
- On 28 October 2003, **ASN(RD&A) issued guidance on contract incentives, profits and fees** to reinforce the need to structure contracts in ways that will maximize the government's and contractor's efforts to meet schedule and performance requirements and to control costs. The

www.acquisition.navy.mil



Agenda



- **Navy Acquisition Environment**
- **Small Business Trends**
- **How to Market Your Business**
- **Contact Points**
- **Summary**



Navy Acquisition Environment

SEAPOW 21





Navy Acquisition Environment

SEA ENTERPRISE



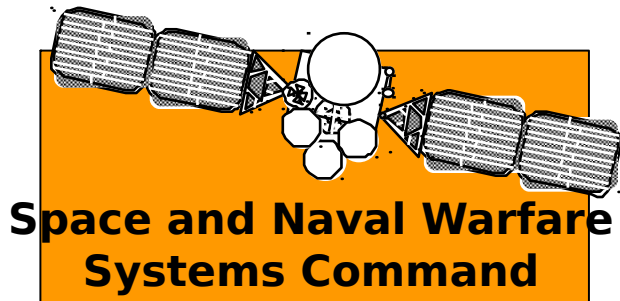


Major Navy Buying Commands



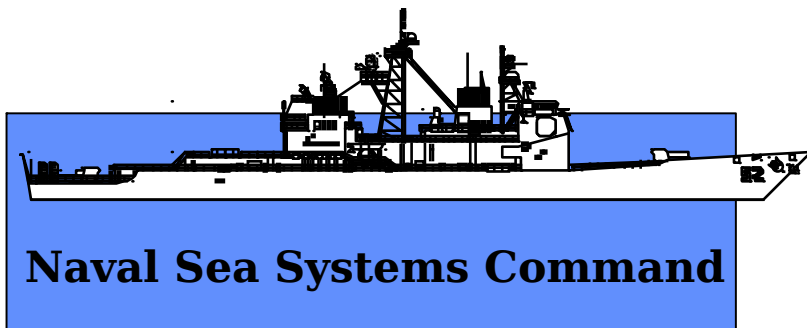
Ms. Barbara Greeley
Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093
barbara.greeley@navy.mil

www.navair.navy.mil



Ms. Marti Schwartz
Director of Small Business Program
(Acting)
Phone: (619) 524-7701
sho@spawar.navy.mil

<https://e-commerce.spawar.navy.mil>

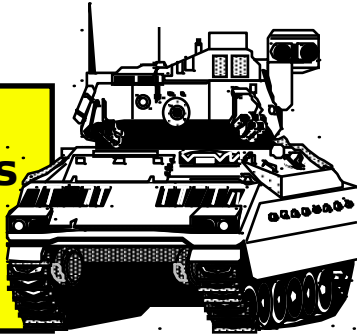


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Associate Director of Small Business
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Fax: (202) 781-4772
[Tatigians@navsea.navy](mailto:Tatigians@navsea.navy.mil)
[www.navsea.navy](http://www.navsea.navy.mil)
[.mil](http://www.navsea.navy.mil)



Major Navy Buying Commands

**Marine Corps
Systems
Command**

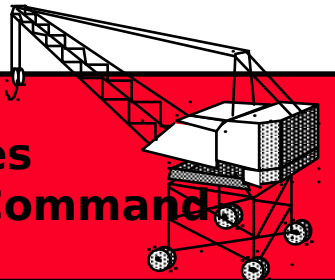


**Ms. Harriett Burton
Deputy for Small Business
Phone: (703) 432 - 3950
Fax: (703) 432-3535**

burtonhl@mcsc.usmc.mil

www.marcorsyscom.usmc.mil

**Naval Facilities
Engineering Command**

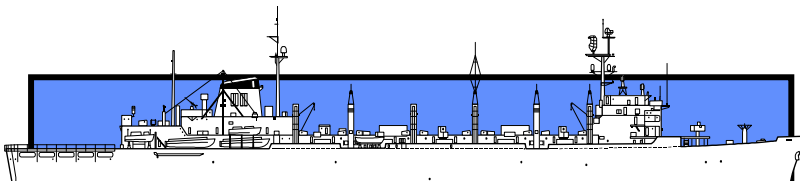


**Ms. Linda Wright
Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485**

wrightlg@navfac.navy.mil

www.navfac.navy.mil

Military Sealift Command



**Mr. David Grove
Associate Director of Small
Business**

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david.grove@navy.mil

www.msc.navy.mil/



Major Navy Buying Commands

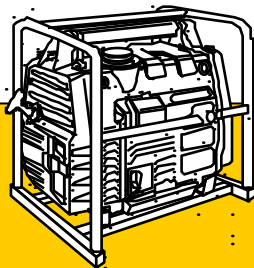


Office of Naval Research

Ms. Genesta S. Belton
Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

beltong@onr.navy.mil

www.onr.navy.mil



**Naval Supply
Systems Command**

Mr. Mark Opilla
**Associate Director of Small
Business**

Phone: (717) 605-3575

Fax: (717) 605-1102

mark.opilla@navy.mil

www.navsup.navy.mil



Resale Opportunities

✓ Exchanges

☐ www.navy-nex.com



☐ <http://www.usmc-mccs.org/busops/Retail/main.asp>

☐ www.aafes.com



✓ Defense Commissary Agency (DECA)

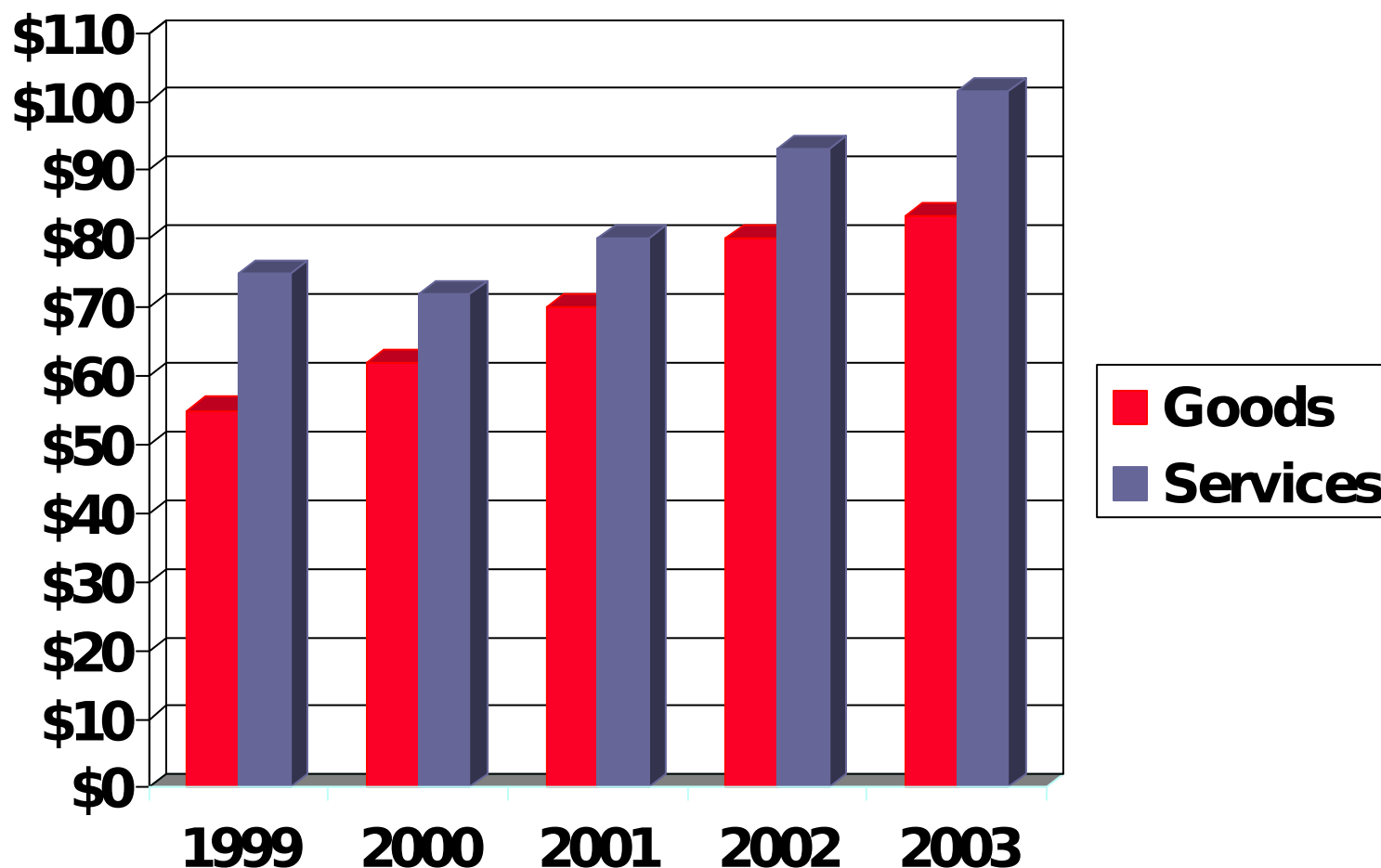
☐ www.commissaries.com/





DoD Expenditures in the U.S. Trend of Goods and Services

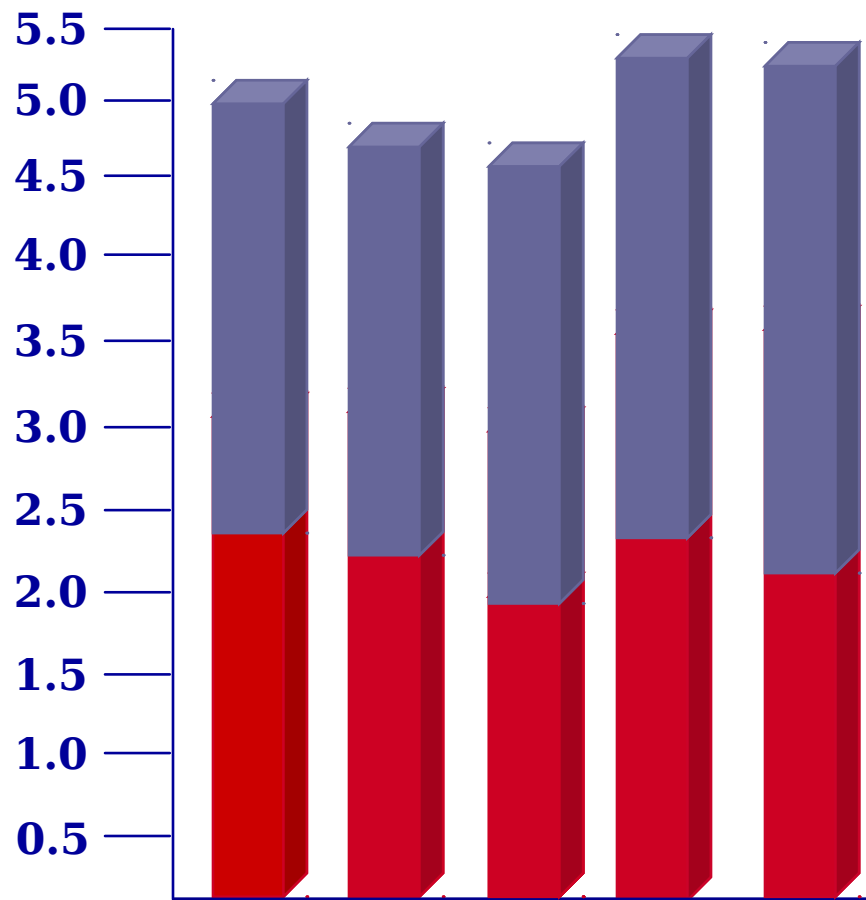
Dollars in Billions





DoD Small Business Trends in the U.S.

No. Awarded In Millions



FY99 FY00 FY01 FY02 FY03

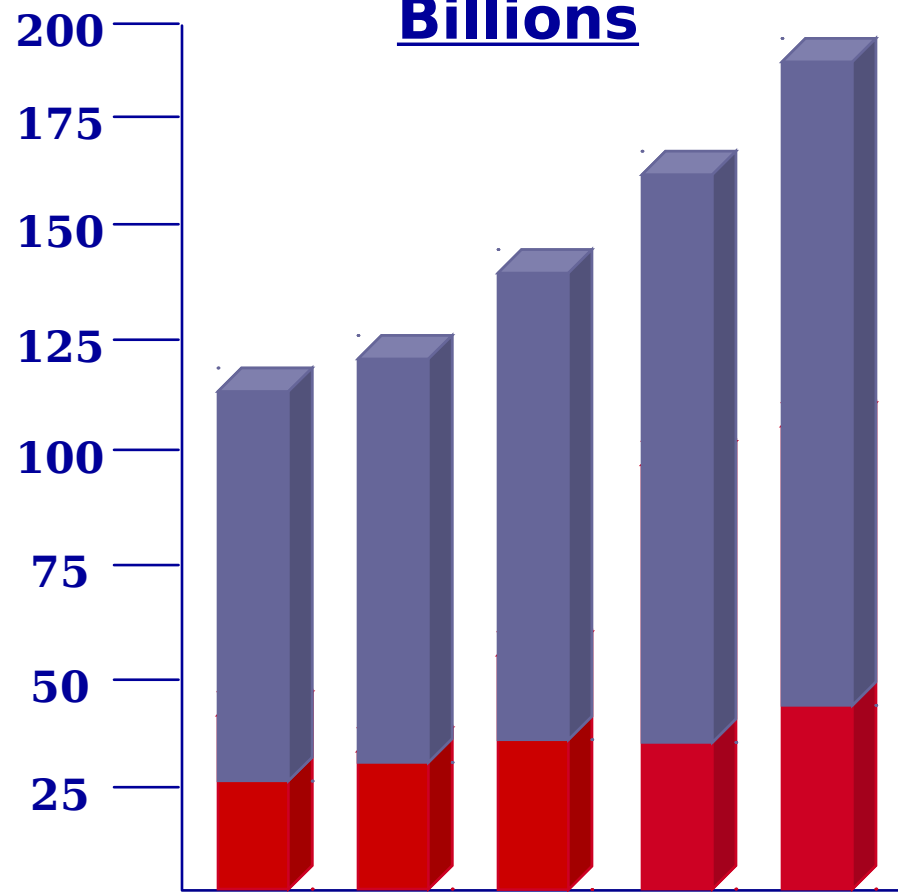


**Large
Business**



**Small
Business**

**\$ Awarded in
Billions**

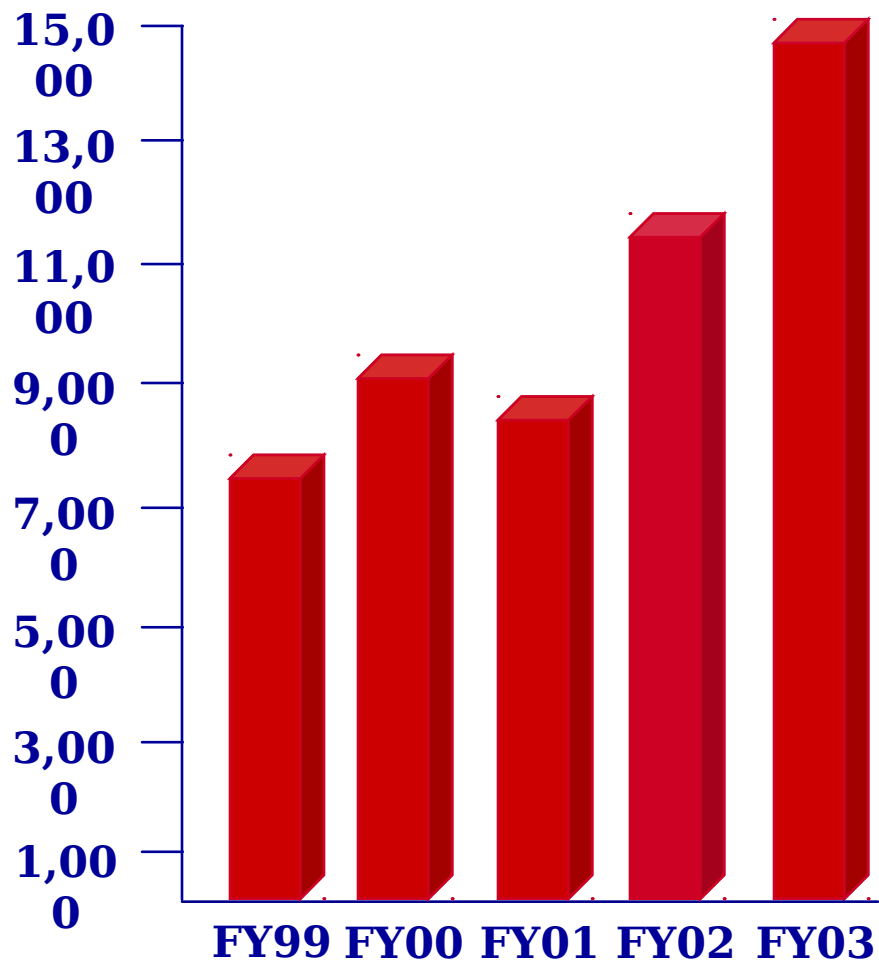


FY99 FY00 FY01 FY02 FY03

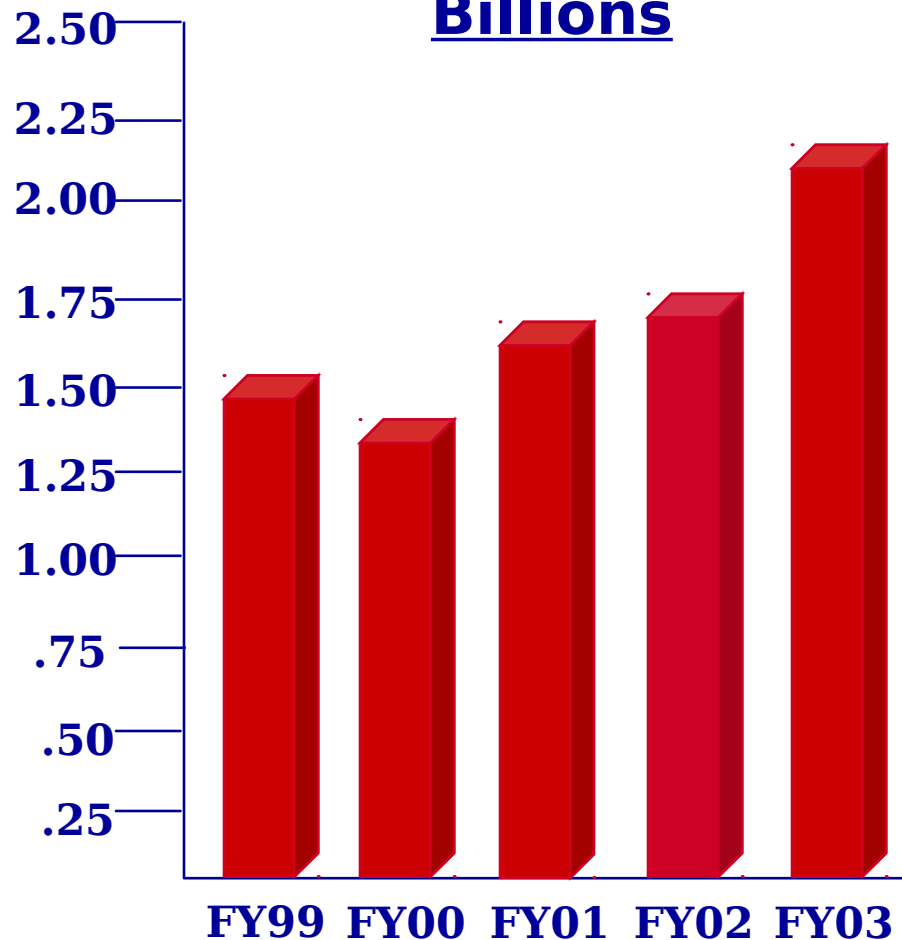


DoD Small Business Trends in Texas

No. of Awards



\$ Awarded in Billions

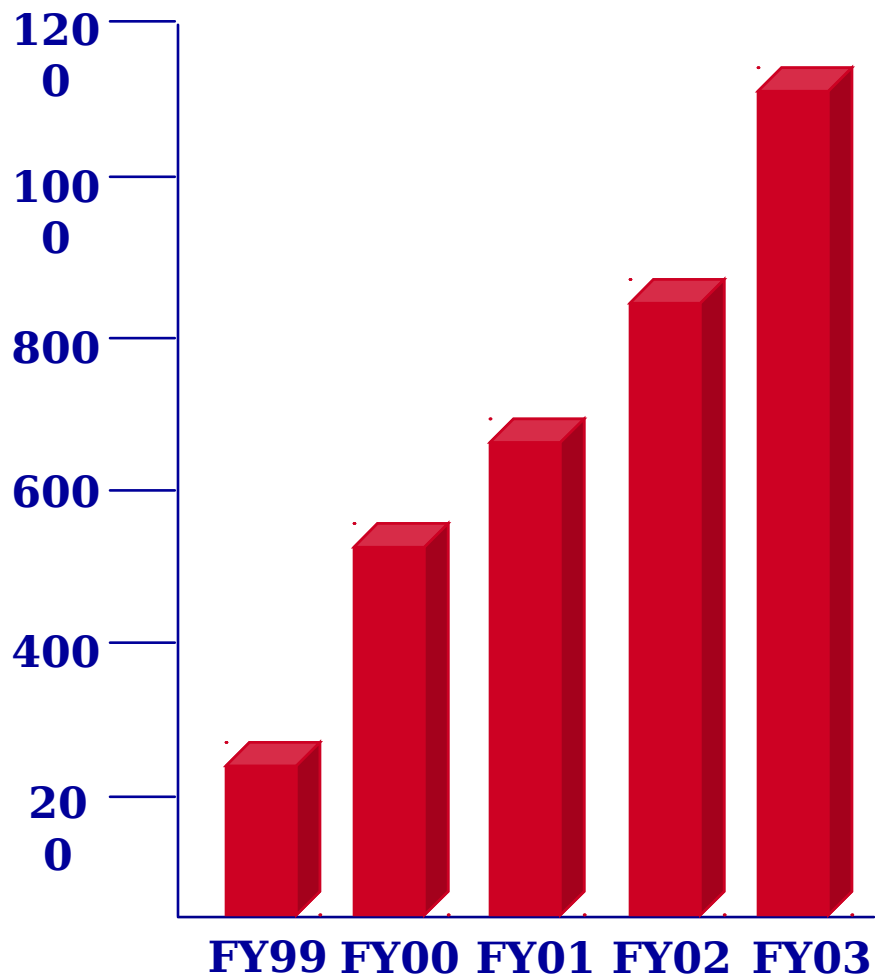


 **Small Business**

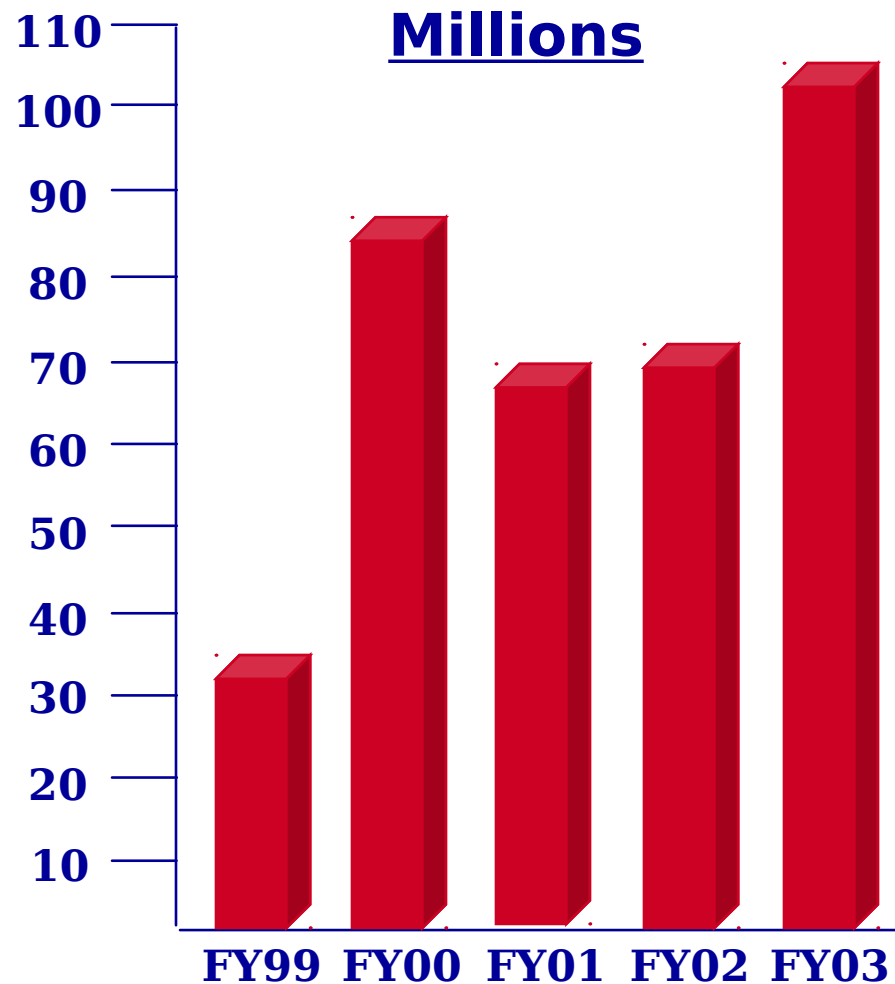


DoD Small Business Trends in Texas District 24

No. of Awards



\$ Awarded in Millions

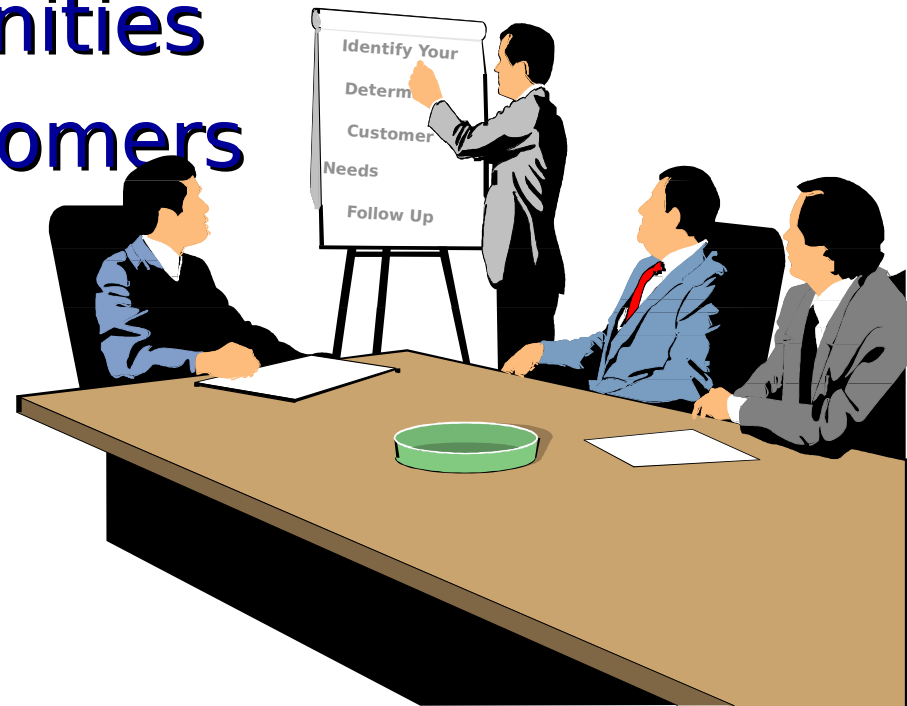


 **Small Business**



How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About Special Programs**
- **Seek Assistance**





Register Your Firm and Your Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

❑ http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

❑ <http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

❑ www.ccr.gov

✓ Federal Supply Classification Code

❑ www.scrantonrtg.com/secrc/fsc-codes/fsc.html

✓ North American Industry Classification System (NAICS)





Get Acquainted with the Procedures

✓ **Federal Acquisition Regulation (FAR)**

☐ **www.arnet.gov/far**

✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**

☐ **www.acq.osd.mil/dp/dars**

✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

www.acquisition.navy.mil/navyaos/content/view/full/



Learn About the Marketplace

✓ Buying Commands

✓ Other Navy

❑ www.hq.navy.mil/sadbu/HCA.htm

✓ DoD



www.acq.osd.mil/sadbu/publications/sbs/sbs.html

✓ Navy Long Range Acquisition Estimate



www.acquisition.navy.mil/navyaos/content/view/full/268/



Find Specific Opportunities

✓ Navy Electronic Commerce Online (NECO)

☐ www.neco.navy.mil

✓ Federal/DoD Business Opportunities

☐ www.fedbizopps.gov

☐ www.emall.dla.mil



✓ <http://progate.daps.dla.mil/home/> Subcontracting Resources



www.acq.osd.mil/sadbu/publications/subdir/index.html
www.sba.gov/GC/indexcontacts-sbsd.html



Make It Easy For Your Customers

✓ Federal Supply Schedules (FSS)

☐ www.fss.gsa.gov

✓ Government Charge Card Program

☐ www.fss.gsa.gov/services/gsa-smartpay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HUBZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**
- ✓ **Native American Incentives**
- ✓ **Comprehensive Subcontracting Plan Test Program**

❑ **<http://www.acq.osd.mil/sadbu/Overview/>**



Business Partner Network

Business Partner Network - Microsoft Internet Explorer

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Address <http://bpn.gov/> Go



www.bpn.gov

Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.



CCR FedBizOpps

SBA

PPIRS
PAST PERFORMANCE
INFORMATION RETRIEVAL SYSTEM

FIRSTGOV
Your First Click to the U.S. Government

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					



www.bpn.gov



Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Small Business Administration
4300 Amon Carter Blvd. Suite 114
Fort Worth, TX 76155
Phone: (817) 684-5500
Fax: (817) 684-5516**

www.sba.gov



Area DoD Small Business Representatives

Navy

Ms. Gloria F. Estrada

Director of Acquisition

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Fax: (817) 782-7680

estradagf@efdsouth.navfac.navy.mil

Carswell Air Force

Ms. Nancy Audelo

**Chief of Operational Contracting
(AFRC)**

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Fax: (817) 782-5371

nancy.audelo@carswell.af.mil

Shepard Air Force

Tandy Weaver

Director of Business Operations

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Fax: (940) 676-7829

Tandy.weaver@sheppard.af.mil

Army

Ms. Rose Mary Spearman

SADBU Specialist

Phone: (903) 334-2604

Fax: (903) 334-2265

rspearman@redriver-ex.army.mil



Area Procurement Technical Assistance Centers

**The University of Texas at Arlington
Cross Timbers Procurement Center (CTPC)
7300 Jack Newell Blvd., South
Fort Worth, TX 76118**

Jim Hicks Phone: (817) 272-5978
CTPC Program Manager Fax: (817) 272-5992
jhicks@arri.uta.edu

[Http://arri.uta.edu/crosstimber](http://arri.uta.edu/crosstimbers)

S



Area Small Business Development Centers

Mr. Charles Walbrop

**Director, Center for
Government Contracting**

**Small Business Development
Center**

1402 Corinth Street

Dallas, TX 75215

**Phone: (214) 860-5841
Cpw9421@dcccd.edu**

www.dcccd.edu



Share Your Thoughts

Navy Small and Disadvantaged Business Utilization (SADBU)

Washington Navy Yard, Building 36

720 Kennon St., SE

Washington, D.C. 20374-5015

Phone: (202) 685-6485

Fax: (202) 685-6865

www.hq.navy.mil/sadbu



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/sadbu

www.hq.navy.mil/sadbu

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



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Thank You, Representative Frost



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BACK-UP



Small and Disadvantaged Business Utilization Program

Department of the Navy SADBUs

Policy -

- **Promote Maximum Utilization of Small Business Concerns in Navy Contracts**
- **Provide Small Business Concerns Maximum, Practicable Opportunity to Participate as Subcontractors in Prime Contracts Awarded to Major Prime Contractors**





Small Business Improvement Plan

- **Five Initiatives:**
 - **Improve Program Manager Awareness of Small Business Solutions.**
 - **Coordinated Outreach & Training of Specific Underutilized Small Business Groups.**
 - **Improve Small Business Awareness of Procurement Opportunities in DON.**
 - **Improve Measurement of Subcontract \$ to Small Business.**
 - **Competitive Acquisitions for Services with FSS Shall Include at Least One Small Business.**



Issues Impacting Small Business Statistics

- ✓ **Contract Bundling**
- ✓ **Acquisition of Small
Businesses
by Large Businesses**



Recent Legislation Impacting Small Business

- **Wide Area Work Flow**

- Electronic Billing**

- ❑ <http://www.dcma.mil/DCMAHQ/cntr-dcmac-j/index.htm>

- **Services Acquisition Reform Act**

- Incentives Performance-Based Contracting**

- Authorizes T&M and Labor-Hour Contracts**

- Extends Simplified Contract**

- ❑ http://www.house.gov/rules/H1588_CR.PDF

- Expands Definition of Commercial Items**



New Small Business Issues

- **New Streamlined & Simplified Small Business Size Standards**
- **Procurement Program for Service-Disabled Veteran-Owned Small Business Concerns**

❑ **www.acq.osd.mil/sadbu/**



SMALL BUSINESS INNOVATION RESEARCH (SBIR)

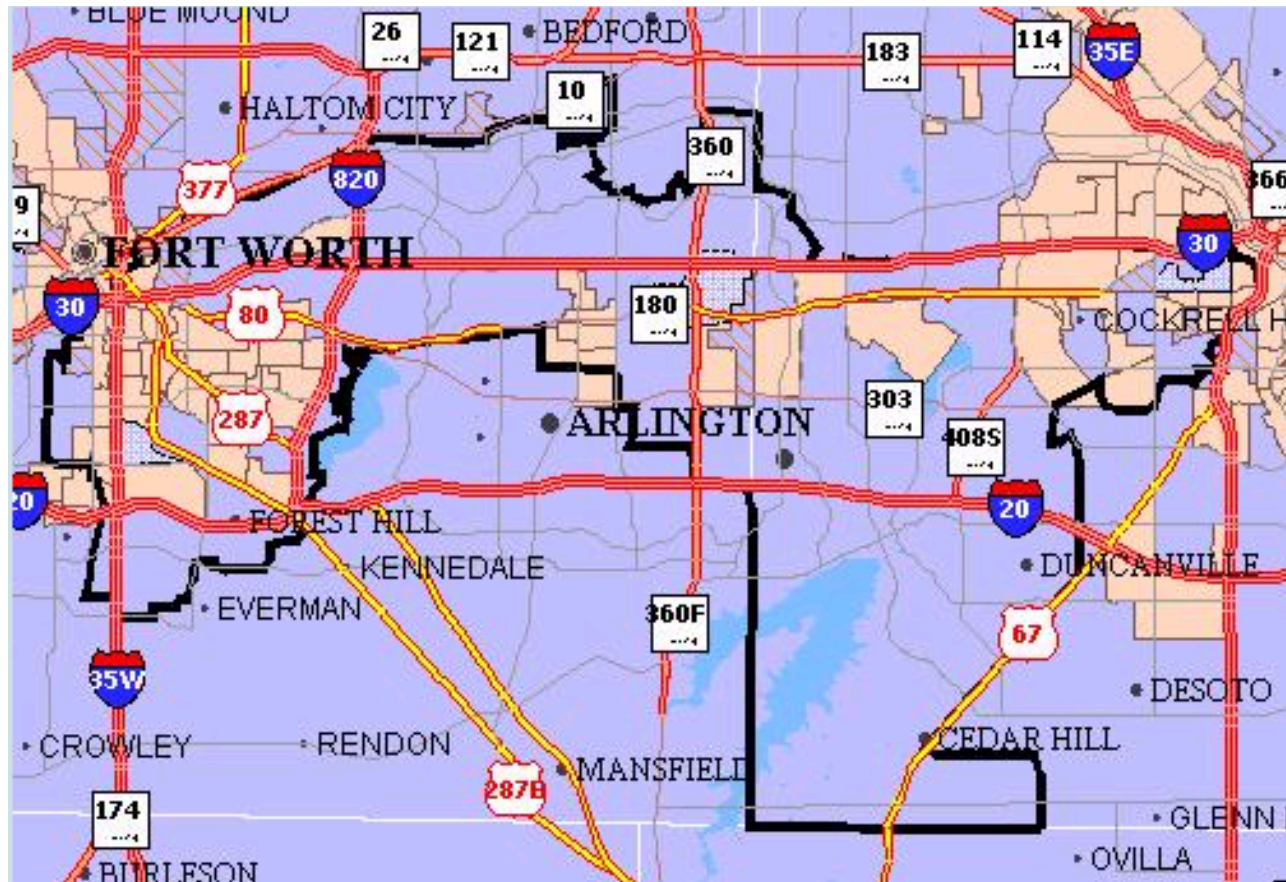
- ✓ **Provides up to \$850K in Seed Money for Research in 30 Science and Technology Areas**
- ✓ **Firms Retain Intellectual Data Rights**
- ✓ **Competitive but Simple**
- ✓ **Restricted to Firms of 500 or fewer Employees**



www.acq.osd.mil/sadbu/sbir



HUBZone Information for District 24



Not Qualified Qualified by Income Qualified by Unemployment Rate Redesignated
Qualified by Income & Unemp. Rate Unqualified Census Tract Qualified Census Tract Indian Reservation

<https://eweb1.sba.gov/hubzone/internet/>



Doing Business With The Navy

ASSOCIATE DIRECTORS OF SMALL BUSINESS

UIC	Activity	Appointee	Email	Telephone	Fax
N00019	NAVAIR	Barabara Greeley	barabara.greeley@navy.mil	(301) 757-9044	(301) 757 9093
N00025	NAVFAC	Linda Wright	Wrightlg@navfac.navy.mil	(202) 685-9129	(202) 685-1485
N00024	NAVSEA	Sarkis Tatigian	tatigianS@navsea.navy.mil	(202) 781-3965	(202) 781-4772
N00023	NAVSUP	Mark Opilla	mark.opilla@navy.mil	(717) 605-3575	(717) 605 1102
N00039	SPAWAR	Marti Schwartz	sbo@spawar.navy.mil	(619) 524-7701	(619) 524-3165
M00027	MARCORSYSCOM	Harriett Burton	burtonhl@mcsc.usmc.mil	(703) 432-3950	(703) 432-3535
M767004	MARCORLOGCOM	Martha Glasscock	glasscockm@logcom.usmc.mil	(229) 639-6738	(229) 639-6719
N00033	MSC	Dave Grove	David.Grove@navy.mil	(202) 685-5554	(202) 685-5515
N00014	ONR	Genesta Belton	beltong@onr.navy.mil	(703) 696-4511	(703) 696-4430
	SBIR	Vincent Schaper	schapev@onr.navy.mil	(703) 696-8528	(703) 696-4884
	HBCU/MI/TCU	Anthony Junior	juniora@onr.navy.mil	(703) 696-0453	(703) 696-4430
N00030	SSP	Cheryl Ann Tryon	SP1012@ssp.navy.mil	(202) 764-0906	(202) 764-2085

DEPUTIES FOR SMALL BUSINESS SELECTED CONTRACTING OFFICES (>\$50M, <\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
N32204	MSC Virginia Beach	Brenda Davis	Brenda.davis@msc.navy.mil	(757) 417-4660	(757) 417-4655
N69272	ROICC Kings Bay	Renee Hickson	hicksonrt@subasekb.navy.mil	(912) 573-4653	(912) 573-2203
N65538	Naval Sea Logistics Center	Diane J. Pier	PierDJ@navsea.navy.mil	(717)-605-2503	(717) 605-3995
N62670	SUPShip Jacksonville	Ron Patronik	patronikrd@supship.navy.mil	(904) 270-5741	(904) 270-5056
N62799	SUPSHIP Puget Sound	Joseph B. Fallica	fallicajb@supship.navy.mil	(360) 476-4556	(360) 4764930
N61331	NSWC Panama City	Johnny Peace	peacejl@mcsc.navy.mil	(850) 234-	(850) 230-7073



Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
N00178	NSWC Dahlgren Division	Jim Howard	howardjb@nswc.navy.mil	(540) 653-4806	(540) 653-4089
N63394	NSWC Port Hueneme Division	Eric Duncan	duncaner@phdncwc.navy.mil	(805) 228-0372	(805) 228-6147
N65540	NSWC Carderock Division	Theodore Ptashkin	PtashkinTR@nswccd.navy.mil	(215) 897-7596	(215) 897-7053
N66604	NUWC Newport	Dave Rego	regodj@npt.nuwc.navy.mil	(401) 832-1766	(401) 832-4820
N00383	NAVICP Philadelphia	Nina Evans	Nina.evans@navy.mil	(215) 697-4950	215) 697-9286
N62678	SUPSHIP Portsmouth VA	Phillip Fields	FieldsPR@supship.navy.mil	(757) 396-5041ext 433	(757) 396-1762
N26791	SUPSHIP San Diego	Donald Mansfield	Smallbusinessdeputy@sssd.navy.mil	(619) 556-1169	(619) 556-2331
N26791	SUPSHIP San Diego	Penny Estrada	Smallbusinessspecialist@sssd.navy.mil	(619) 556-1336	(619) 556-2331
N62791	SUPSHIP San Diego	Nadine Knowlin	knowlinnf@supship.navy.mil	(757) 688-9280	(757) 688-0912
N62795	SUPSHIPS Pascagoula	Ken Inman	inmankl@supship.navy.mil	(228) 769-4354	(228) 769-4178
N00104	NAVICP Mechanicsburg	Helen Katz	helen.katz@navy.mil	(800) 309-1375	(717) 605-4858
N00189 N00181 N00600 N00140	FISC Norfolk	Linda Owen	linda.owen@navy.mil	(757) 443-1435	(757) 443-1355
N00140	FISC Norfolk, Philadelphia Det	Gerald Furey	Gerald.furey@navy.mil	(215) 697-9555	(215) 697-9554
N00244 N00406 N00604	FISC San Diego FISC Puget Sound FISC Pearl Harbor	Gary P. Thomas	gary.p.thomas@navy.mil	(619) 532-3439	(619) 532-3437
N62645	NAVMEDLOGCOM Ft. Detrick	Tim Moffatt	tjmoffatt@nmlc.med.navy.mil	(301) 619-7468	(301) 619-6793
N66001	SAPWAR SSC SAN Diego	Susan Burrows	susan.burrows@navy.mil	(619) 553-4327	(619) 553-4827
N65236	SPAWARSYSCEN Charleston	Ann Howell	phyllis.howell@navy.mil	(843) 218-5115	(843) 218-5266



Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
	SPAWAR HQ	Martha "Marti" Schwartz	marti.schwartz@navy.mil	(619) 524-7701	(619) 524-3165
N00173	NRL Washington	Michelle Nicholl	nicholl@contacts.nrl.navy.mil	(202) 767-6263	(202) 767-0494
N00421	NAWC-AD Patuxent River	JoAnn Gough	Joann.gough@navy.mil	(301) 757-9087	(301) 757-9093
N61339	NAWC TSD Orlando	Argentina Thompson	Argentina.thompson@navy.mil	(407) 380-8253	(407) 380-4487
N68335	NAWC-AD Lakehurst	Patricia Kohanyi	patricia.kohanyi@navy.mil	(732) 323-7535	(732) 323-2908
N88936	NAWC-WD China Lake& Point Mugu	Pam Lochhead	pamela.lochhead@navy.mil	(760) 939-2712	(760) 939-8329
N88936	NAWC-WD China Lake& Point Mugu	Janet Hand	janet.e.hand@navy.mil	(760) 939-2712	(760) 939-8329
N62467	NAVFAC Southern Division	Laurie Cordell	Laurie.cordell@navy.mil	(843) 820/5935	(843) 820-7438
N62470	NAVFAC Atlantic Division	P.J.Adkins	Adkindspj@efdlant.navfac.navy.mil	(757) 322-4065	(757) 322-4068
N62472	NAVFAC Northern Division	Jerry Chapman	Chapmanjx@efdnorth.navfac.navy.mil	(610) 595-0629	(610) 595-0644
N62742	NAVFAC Pacific Division	Floria Pang	Pangfm@efdpac.navfac.navy.mil	(808) 474-4577	(808) 474-3387
N68711	NAVFAC Southwest Division	Frances Hunter	Frances.hunter@navy.mil	(619) 532-2877	(619) 532-3358
N44255	NAVFAC EFA Northwest	Mary Joe Juarez	Juarezmj@efanw.navfac.navy.mil	(360) 396-0038	(360) 396-0856
N62474	NAVFAC EFA West	May Walker	Walkermmm@efawest.navfac.navy.mil	(650) 746-7472	(650) 244-2635
N62477	NAVFAC EFA Chesapeake	Irene Hunter	Irene.hunter@navy.mil	(202) 685-0088	(202) 685-1788
N68950	NAVFAC EFA Midwest	Janis Kaiser	Janis.kaiser@navy.mil	(847) 688-2600 x108	(847) 688-6567
N47408	Naval Facilities Institute	Janet Harouch	Janet.harouch@navy.mil	(805) 982-5054	(805) 982-3015
N62766	PWC Guam	Peggy Williams	Margaret.williams@pwc.guam.navy.mil	(671) 339-7090	(671) 339-4955
N00164	NSWC Crane Division	Reggie Joslin	Joslin_r@crane.navy.mil	(812) 854-1542	(812) 854-3184
N00167	NSWC Carderock	Theo Ptashkin	Ptaskintr@nswccd.navy.mil	(215) 897-7596	(215) 897-7053



Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>\$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
M60169	Marine Corps Contracting Office, Marine Corps Air Station Beaufort	Mr. Wayne Donaldson	donaldsonwe@beaufort.usmc.mil	(843) 228-7428	(843) 228-7268
M00146	Marine Corps Air Station, Cherry Point, NC	Ms. Kathleen M. Rogers	rogerskm@cherrypoint.usmc.mil	(252) 466-3446	(252) 466-3571
	MCAS Yuma	Ms. Lydia Rowland	rowlandla@yuma.usmc.mil	(928) 269-2632	(928) 269-2287
M67001	Regional Contracting Office East, Camp Lejeune	Maj JoCephas Rozier	rozierj@lejeune.usmc.mil	(910) 451-7842	(910) 451-2193
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